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UTILIZATION AND MARKETING

MONTANA FOREST PRODUCTS BULLETIN

Department of State Lands, Division of Forestry
2705 Spurgin Road, Missoula, Montana 59801
Ph: (406) 542-4300

GARY G. BROWN, State Forester

PAUL MOORE, Editor

VOL. 13, NO. 4

PLEASE RETURN

JULY 1988

HIGH LEVEL OF PRODUCTION MAINTAINED

The Montana forest products industry continued to maintain a high level of production in the first quarter of 1988, according to the University of Montana Bureau of Business and Economic Research.

Production employment and wages were also up from fourth-quarter 1987 totals.

The quarterly figures, compiled by the Bureau, are based on a survey done in cooperation with the Montana Wood Products Association. The survey includes 31 plants, accounting for more than 90 percent of the State's forest products manufacturing activity.

Charles E. Keegan, director of the Bureau's forest products research, said the lumber and plywood markets have been reasonably good in 1988, despite the relatively low number of U.S. housing starts. After the stock market crash in October 1987, the U.S. consumption of lumber decreased slightly in 1988, but lumber exports have increased, he said.

Keegan said the appeals of national forest timber sales did not seem to have a big impact on first quarter operations. Mills generally maintain more than one year's timber requirements under contract, he explained, so it will take some time to determine the impact timber sales appeals had on production.

State-wide lumber production during the first quarter of 1988 was 428 million board feet, compared to 390 million board feet produced in the fourth quarter of 1987.

Plywood production was 191 million square feet in the first quarter of 1988, compared to 175 million square feet in the fourth quarter of 1987.

Total production employment and total wages paid to production workers were higher than fourth-quarter 1987 levels. An average of 4,689 production workers were employed at the mills surveyed, compared to 4,664 for the last quarter of 1987. Total wages paid to production workers were $29,823,000 in the first quarter of 1988, compared to $28,377,000 for the fourth quarter of 1987.

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The figures refer only to production workers at sawmills, plywood plants, pulp and paper mills, particleboard and fiberboard plants and utility pole plants. These production workers account for about half the workers in Montana's forest products industry. Estimates do not include the several thousand workers in logging, trucking and other related jobs.

INFORMATION ON LOGGING OPERATIONS SOUGHT

In 1987, the Montana Legislature passed a resolution that directed the Environmental Quality Council to study the effects of forest practices on watersheds. The council is now investigating the magnitude of logging impacts in the State while also researching the effectiveness of specific management techniques that protect water quality.

The EQC will report to the next legislature on the results of its study, and, if necessary, draft legislation to activate its recommendations. If Montana is to have a forest practices law, it will likely be a product of this study.

Unfortunately, the study's scope is limited to water issues, and does not consider the effects of logging on wildlife, aesthetics and recreation.

The EQC will soon be sending a survey to land managers in the forest products industry, professional groups, and federal and State agencies. They will be asked to describe the extent and locations of specific instances of watershed damage caused by logging. They will also be asked to describe techniques that could be applied in timber harvest operations for prevention of watershed damage.

The EQC study is dominated by industry representatives. The process would be strengthened by involving broader public participation. To encourage this, without drastically increasing the EQC's workload or rocking the study process, conservation group representatives on EQC committees will serve as intermediaries for people who have information or suggestions on forest practices.

If you know of specific logging operations and logging roads that illustrate good or bad examples of watershed protection contact these people:

Dana Field
120 S. 4th West #8
Missoula, Montana 59801
(406) 542-3215

Bob Anderson
619 1st Street
Helena, Montana 59601
(406) 443-2700

MONTANA LOG PRICE REPORT

The State-wide log price report on the following pages catalogs recently delivered average log prices to sawmills by species using four geographical areas within Montana. Prices are provided by approximately 35 sawmills operating within the State. The report is compiled through the Extension Forester's Office, School of Forestry, University of Montana, Missoula, Montana 59812.

MONTANA SAWLOG AND VENEER LOG PRICE REPORT

JULY-AUGUST 1988

The following information is a summary breakdown of recent past average prices reportedly paid by primary wood processors for logs of the various species listed. These prices are not necessarily a reflection of current market prices. Fair market prices may vary a great deal based on log size, length, quality, contract size and terms, and a number of other factors. All information reported is recent average price per thousand board feet (MBF), Scribner Decimal rule, delivered to the mill site, unless otherwise noted.

Prices provided for this report by individual firms are treated as confidential disclosure of the firm's operations. Any requests for mill-specific data which have been provided for the log report will be denied.

SAWLOGS Scribner Dec C MBF	REGION I	*	REGION II	*	REGION III	*	REGION IV	*
	Avg. Low High		Avg. Low High		Avg. Low High		Avg. Low High	
Ponderosa pine	$115/$105/$125	G-F	$204/$150/$300	G-F			$145/$145/$145	G
(Yellow)	$108/$105/$140	F	$217/$190/$250	G-F	$218/$185/$270	G		
(Bull)	$109/$105/$110	G-F	$146/$135/$158	G-P	$135/$120/$150	G-P	$145/$145/$145	G
Lodgepole pine	$142/$140/$145	G	$158/$145/$190	G-F	$161/$155/$165	G	$165/$165/$165	G
Douglas-fir	$138/$130/$145	G	$157/$150/$180	G-P	$162/$155/$175	G-F	$165/$165/$165	G-F
Western larch	$157/$157/$157	F	$157/$150/$180	G-P	$162/$155/$175	G-F		
Engelmann spruce	$175/$175/$175	F	$156/$135/$185	G	$166/$155/$175	G	$165/$165/$165	G
Subalpine fir			$150/$140/$170	G-P	$154/$145/$165	F	$165/$165/$165	G
Grand fir			$148/$140/$170	G-P	$150/$140/$160	F-P		
Western red cedar			$192/$150/$250	G				
Hemlock			$144/$140/$150	G-P	$160/$160/$160	F		
White pine			$242/$185/$300	G-F				

VENEER LOGS Scribner Dec C MBF	STATEWIDE REPORT	
Species	Avg. Low High	Demand next 60 days*
Douglas-fir	$170/$170/$170	G
Ponderosa pine (bull)	$155/$155/$155	G
Western larch	$170/$170/$170	G
Engelmann spruce	$170/$170/$170	G

* Demand next 60 days

G = Good
F = Fair
P = Poor

MONTANA SPECIALTY PRODUCT

LOG PRICE REPORT

JULY-AUGUST 1988

The following information is a summary breakdown of recent past (highest and average) prices reportedly paid by primary wood processors for logs to be used in the manufacture of specialty wood products. These prices are not necessarily a reflection of current market prices. Fair market prices may vary a great deal based on log quality, contract size and terms, distance to market, green vs. dry logs, and a number of other factors. All information reported is recent average price per piece (log) delivered to the mill site, unless otherwise noted. Please contact buyers before cutting logs to obtain their detailed specifications (log length & diameter). Species other than those listed may be in demand.

Prices provided for this report by individual firms are treated as confidential disclosure of the firm's operations. Any requests for mill-specific data which have been provided for this report will be denied.

RAILS (Lodgepole pine only)

Prices are recorded as the highest reported price over the average reported price.

D.I.B.* small end (in.)	Length (feet)						
	<10	10	12	14	16	18	20
2.5-3.0	.55 .45	.55 .53	.66 .66		1.25 1.25		
3.0-3.5	.80 .58	1.00 .80	1.20 .96	1.40 1.40	1.60 1.42	1.80 1.80	2.00 1.97
3.5-4.0	.80 .62	1.00 .80	1.20 .95	1.40 1.32	1.60 1.41	1.80 1.80	2.00 1.95
4.0-4.5	.80 .80	1.00 1.00	1.20 .95	1.40 1.40	1.75 1.46	2.00 1.90	2.00 2.00
4.5-5.0	1.00 1.00	1.25 1.25	1.50 1.50		2.00 1.50	2.00 2.00	2.50 2.00

*Diameter inside bark.

Demand next 120 days: good, fair, poor

POSTS (Lodgepole pine only)

Prices are recorded as the highest reported price over the average reported price.

D.I.B.* small end (in.)	Length (feet)		
	6.5	7.0	8.0
3.0	.45 .33	.50 .50	.40 .40
3.5	.60 .49	.50 .50	
4.0	.60 .49	.65 .58	.80 .80
4.5	.60 .50	.80 .73	.80 .80
5.0	.60 .50	.80 .72	1.00 .95
5.5	.75 .59	.80 .73	1.00 .97
6.0	.75 .58	.80 .74	1.00 .96
8.0	.75 .75	1.00 1.00	1.50 1.25

*Diameter inside bark.

Demand next 120 days: good, fair, poor

POLES (Lodgepole pine and western larch only)

Prices are recorded as the highest reported price over the average reported price.

Top D.I.B.* (in.)	Length (feet)							
	10	16	20	25	30	35	40	>40
3.0	.85 .70	1.55 1.47	1.90 1.90					
5.0-5.5	1.75 1.37	3.50 2.04	4.00 4.00					
6.0-6.5	2.50 1.92	4.00 3.60	5.50 5.25	7.00 7.00	10.50 10.50			
7.0	2.75 2.75	4.50 4.50	6.00 5.75	7.30 7.30				
8.0	2.75 2.75	4.50 4.50	6.00 5.75	8.00 8.00	12.00 10.80	27.00 27.00	34.00 34.00	42.00 42.00

*Diameter inside bark.

Demand next 120 days: good, fair, poor

HOUSE LOGS

Prices are recorded as the highest reported price followed by the average reported price (H/A).

Spec.*	Top diam. (in.)	Length (feet)		
		<16	16-25	>25
WL/DF	9-12		12.00/12.00	None reported
LPP	8	5.00/5.00	10.00/10.00	
	9-12	16.00/14.00		
	13+	20.00/20.00		
ES	9-12	12.00/12.00		

*WL = western larch; DF = Douglas fir; LPP = lodgepole pine; ES = Engelmann spruce.

Most buyers purchase only rot-free, standing trees with a minimum of spiraling.

Demand next 120 days: good, fair, poor

PLANER TROUBLESHOOTING

The planer mill and its associated components are vitally important in successful lumber manufacturing. Adequate space and time for station grading, proper planer design for the intended task and adequate breakdown capacity to feed the planer are a few considerations that must be considered for an efficient operation. However, during the daily activity of planing, numerous defects can effect the quality and price of the finished product.

The following guideline illustrates cause and correction of common planer defects.

CONDITION	CAUSE	CORRECTION
Knife marks	Knives not jointed.	Joint knives or increase rpm and decrease feed.
	Knives loose in cutterhead.	Check cutterhead for loose bolts or clamps. Clean holding devices or knife seats.
	Feed too fast.	Decrease feed or increase rpm of cutterhead.
	Opposite side of stock not clean or smooth.	Mill pattern on bottom head if possible or increase holddown pressure.
Rotation marks or waves	Cutterhead out of balance.	Check knives and cutterhead separately for balance and recheck after assembly.
	Holddown too loose.	If holddown cannot be tightened without binding, place shim or rubber between holddown bar and shoe.
	Holddown too far from cutterhead.	Advance holddown as close to cutter as possible.
	Knives need joining.	Resharpen, balance and joint knives.
Tear out	Cutting angle too great.	Decrease cutting angle or back bevel knives.
	Feed too slow.	Increase feed or decrease rpm.
	Chipbreaker loose or worn.	Correct as necessary.
	Stock too dry. Stock too wet.	Recondition moisture on future runs.
	Head rpm too slow.	Increase rpm or decrease feed.
	Grain toward cutter.	Check grain before feeding.
Rough or raised grain	Stock too wet.	Check stock for moisture content before run.
	Joint too heavy.	Remove cutters, sharpen and joint.
	Cutting angle too small.	Increase cutting angle when possible.
	Too many knife cuts per inch.	Decrease head rpm or increase feed.
	Cut too heavy.	Cut on heavier machine or take two cuts.
Shining surface	Holddown too tight.	Correct as required
	Feed too slow.	Increase feed or decrease rpm of cutterhead.
	Holddown worn.	Recondition or replace worn holddown.
	Knives too dull.	Sharpen, balance and joint knives.
Clip or snipe	Pressure bar too high.	Adjust pressure bar to cutting circle of head.
	Outfeed rolls need adjusting.	Adjust outfeed rolls to straight edge.
Chip marks	Improper dust removal.	Check blow pipes for leaks and sufficient suction.
	Chip may be lodged under knives.	Remove knives, clean knife seat, sharpen and joint.

DEPARTMENT OF STATE LANDS TIMBER SALES

Poker Smoke Timber Sale:

The Poker Smoke Timber Sale is located within Section 16, T27N-R29W, $SE\frac{1}{4}NW\frac{1}{4}$, Section 14, T28N-R30W, $S\frac{1}{2}$, $NE\frac{1}{4}$, $E\frac{1}{2}NW\frac{1}{4}$, $SW\frac{1}{4}NW\frac{1}{4}$ and Section 16, T28N-R30W on the State's Libby Unit. Approximately 3,026 MBF consisting primarily of ponderosa pine is offered for sale.

Sealed bids will be opened at the Department of State Lands, Forestry Division, 2705 Spurgin Road, Missoula, Montana on August 1, 1988 at 3:00 p.m. Bids may be hand delivered or mailed and will be accepted any time prior to the bid opening. Bids must be accompanied by a deposit of $18,358.00, representing 5 percent of the appraised value of the sale in cashier's check, certified check, bank money order or bank draft to be applied to the stumpage for the successful bidder.

Positive bidders can obtain the sale prospectus, sample agreement and bid forms from the Department of State Lands, Forestry Division, in Missoula, the Northwestern Land Office, Kalispell, or the Libby Unit Office, Libby.

Henry Divide Timber Sale:

The Henry Divide Timber Sale is located within Sections 35 and 36, T20N-R25W on the State's Plains Unit. Approximately 2,098 MBF consisting primarily of lodgepole pine, Douglas-fir and larch is offered for sale.

Sealed bids will be opened at the Department of State Lands, Forestry Division, 2705 Spurgin Road, Missoula, Montana on August 1, 1988 at 2:00 p.m. Bids may be hand delivered or mailed and will be accepted any time prior to the bid opening. Bids must be accompanied by a deposit of $2,363.00, representing five percent of the appraised value of the sale in cashier's check, certified check, bank money order or bank draft to be applied to the stumpage for the successful bidder. Bid bonds will be accepted and, for the successful bidder, will be closed upon execution of the Timber Sale Agreement and Timber Sale Bond.

Prospective bidders can obtain the sale prospectus, sample agreement and bid forms from the Department of State Lands, Forestry Division in Missoula, the Northwestern Land Office, Kalispell, or the Plains Unit Office, Plains.

MEETINGS

July 20-22, 1988 - "Densified Wood Fuel (Wood Pellets): Manufacturing, Marketing, and Use," University Inn/Best Western Convention Center, Moscow, Idaho 83843. This is the fifth in a series of Inland Empire Forest Products Marketing/Management Conferences sponsored by the Department of Forest Products, University of Idaho.

For more information contact Bob Govett or Richard Folk at the Department of Forest Products, University of Idaho, Moscow, Idaho 83843; phone (208) 885-6126.

August 1-5, 1988 - "1988 Lumber Drying Workshop." This workshop is intended primarily for dry kiln operators and supervisors of the lumber drying process, but will also be helpful to salesmen, fabricators, and others whose work involves the use of dry lumber. Not previous experience is necessary for participation.

This workshop will discuss how to solve specific drying problems. It will give participants an understanding of why wood behaves as it does while drying and will discuss how drying practices can be modified and improved to reduce costs and improve quality. For more information contact Tom Breiner at (415) 231-9487.

TIMBER OPERATOR EDUCATION VIDEO SERIES AVAILABLE

The California Department of Forestry has just completed the sixth and seventh video programs in their nine part timber operator education video series. The titles of these new videos are "Forest Protection" and "Public Confidence."

The presentation format emphasizes education and awareness about environmental and operational situations faced by loggers. The purpose and intent of the California Forest Practice Rules provides the framework for discussion of problems and mitigation measures.

Copies are available for loan or purchase by contacting Eunice Black at: Department of Forestry and Fire Protection, 1416 Ninth Street, P.O. Box 944246, Sacramento, California 94244-2460, phone (916) 323-5158.

This new tape will sell for $13.00, while supplies last. Video programs 1-6 are also available in two cassettes which sell for $15.00 each or $30.00 for both cassettes.

MONTANA DIRECTORY OF CONSULTING FORESTERS AVAILABLE

The new 1988-89 Montana Directory of Consultant Foresters is now available through the Montana Office of Extension Forestry at the University of Montana, c/o School of Forestry, Missoula, Montana 59812, phone (406) 243-2773. It can also be obtained through the Montana Department of State Lands Forestry Offices in your area. The listing identifies the services provided by 24 consulting companies within Montana, their work experience, and their professional affiliations. Logging engineering, timber inventory appraisal, harvest planning, soils surveys, erosion control, insect and disease control, and reforestation are but a few of the many services listed. The publication is free of charge.

APA GUIDE EXPLAINS PANEL STANDARDS

The background, benefits, and performance criteria of American Plywood Association (APA) Performance-Rated Panels are detailed in a recently revised product guide from APA. "APA Product Guide: Performance Rated Panels" includes descriptions of structural wood panel products produced under APA performance standards, including conventional plywood, composite panels, waferboard, oriented strandboard (OSB), and structural particleboard. Other topics discussed in the 12-page brochure include exposure durability classifications, span ratings, code recognition, panel size and spacing, storage, and handling. Typical trademarks of panels produced under APA performance standards; APA Rated Sheathing, APA Rated Sturd-I-Floor, and APA Rated Siding, are illustrated and defined.

For a free single copy of "APA Product Guide: Performance-Rated Panels," write to the American Plywood Association, P.O. Box 11700, Tacoma, Washington 98411, and request Form F405G.

ROBOTICS DIRECTORY AVAILABLE FROM SME

The Society of Manufacturing Engineers (SME) announces publication of its second "Robotics Today Product and Services Directory."

The directory consists primarily of three sections: a listing of robot manufacturers and systems houses grouped under 13 different types of robotic system applications; a listing of companies grouped according to the type of products

and/or services offered; and a master alphabetical listing of more than 1,000 companies.

In addition, a separate compilation presents a listing of major domestic and offshore organizations involved with the development and implementation of robotics-related technology.

The publication is available for $24.95. Contact Colleen Nault, Society of Manufacturing Engineers, One SME Dr., P.O. Box 930, Dearborn, Michigan 48131, phone (313) 271-1500, ext. 475; Telex 297742 SME UR; FAX (313) 271-2861.

RECENT PUBLICATIONS

The following publications can be obtained by contacting the Marketing Bulletin Editor:

1. **Field Guide to Diseases and Insect Pests of Idaho and Montana Forests** - by Hagle, Tunnock, Gibson, and Gilligan; This guide contains descriptions and color photographs of diseases and insect pests common in conifer forests of Idaho and Montana. Diagnostic keys, comparative tables, line drawings, and an index by host aid in the identification of damaging agents; includes 138 color illustrations.

2. **Circular Sawmills and Their Efficient Operation** - Stanford J. Lunstrum; This manual was written for circular sawmill operators; it is concerned only with primary sawing and all the mechanical components in a circular sawmill operation.

3. **Dry Kiln Operator's Manual** - USDA Handbook No. 188; This manual presents knowledge of kiln-drying principals that will be useful to owners and operators of dry kilns. The techniques described can be applied in the drying of lumber, dimension stock, cooperage stock, and many special items such as gunstocks, etc.

4. **A Guide to Exporting Solid Wood Products** - USDA Handbook No. 662; This handbook provides a guide for U.S. Wood Products producers to develop a successful export marketing strategy.

5. **So You Want to Build a Sawmill, Questions to Consider Before Establishing a Sawmill** - Mike Higgs, Multi Regional Sawmill Specialist, USDA Forest Service.

EQUIPMENT FOR SALE OR WANTED

Wanted: Four or six foot cyclone for planer mill; contact Bob Smith 642-3067 or 777-3219.

For Sale: Allis Chalmers HD11B Dozer, Hydraulic Angle Blade, Carco free spool winch and canopy; HCHB96 Allis Chalmers loader many replacement parts. Contact: Joe Osterbauer, 305 Erie, Hamilton, Montana 59840; phone (406) 363-3434.

For Sale: One Clark Ranger 1979. Just had $1,000 work done it; will sell for $7,500. One TD14 International Crawler, does run; will take $800.00. Contact Russell Robertson, Robertson Logging, 216 2nd Ave. East, Roundup, Montana 59072.

For Sale: Post peeler with pointer, manufactured by Morbark Co. PTO. - portable - near new condition $12,000. Contact Dave Jarrett, Box 116, Springdale, Montana 59082; phone (406) 932-6737.

Logging Equipment for Sale: Grapple Log Skidders: 1) '80 John Deere 640 28L x 26 tires $26,500 2) '79 John Deere 540B 23.1 x 26 tires $22,500 3) '76 John Deere 540B 23.1 x 26 tires $18,000 4) '78 Timberjack 380 100 inch open $17,500 5) '76 John Deere 540A 28.1 x 26 tires $12,500 Cable Log Skidders: 6) '81 John Deere 640 23.1 x 26 tires $25,000 7) '78 Clark 666C 28L x 26 tires $16,000 8) '76 Clark 666B $12,500 9) '72 Timberjack 208D 353GM $8,300 10) '72 JD 440B $10,500 11) '74 Bombadier Low Land Skidder 453GM $15,000 12) '73 JD 540A needs work $6,500 13) '77 Drott 40 GM 471 Big Finals 20" Shear $23,500 14) '81 Franklin 170 PSL Wheel Loader 453 GM 20" Roenen Shear $26,500 Contracting Equipment and Trucks: 15) '77 Case 580C $9,000 16) '79 JD 410 with sliding hoe $13,000 17) '78 Michigan 55B Wheel Loader $16,500 18) Walter's Snow Plow Trucks (2) '72 and '79 models with 6V53 GM Front and Rear $12,500 and $18,500 19) '79 White Western Star P.S. 3406 CAT 15 speed new paint $18,500 20) Austin Western all wheel drive Grader 471GM 17.5 x 25 tires $6,000. We have items not listed, and several located. If you don't see what you want, call. Also, used parts for most skidders, tires, wheels as well as grapple and shear attachments. Contact Ron at Midwest Tractor, Inc., Highway 10, 4 Miles West, Big Lake, Minnesota 55309; phone (612) 263-3777 or evenings (612) 295-5037.

PRODUCTS AND SERVICES

Wanted: logging job for line skidding machine and/or loader; contact 273-0180.

Wanted to buy on continuing contract: Truckload quantities of rough, green fir/larch 2 x 4 - 2 x 12, 2 and Btr. Heavy 2 x 6 and 2 x 8. Can take 8' and longer. Wane free and/or pencil wane only. Contact Joel at Fox Lumber, P.O. Drawer 1429, Hamilton, Montana 59840; phone (406) 363-5140.

Indexable carbide tips: Attention pallet mills, don't throw them away. We will sharpen them for you at $2.00 each. New sq. 650 squares 4 sided $4.00 each. New R12 or PT201 series round $5.75 each. New PT501 series 2 sided $4.75 each. Liue bunk deck manufactured save up to $3,000. Contact Wagner's Mach, RD #1, Box 424, Beaver Springs, Pennsylvania 17812; phone (717) 658-7301.

For Sale: ½" VCR tapes of the Great Northwest Log Haul - taken south of Missoula (Only $19.95). Send check or money order to Gary Morrison Video's, #23 Blue Mountain, Missoula, Montana 59803; phone (405) 251-4585.

For Sale: Northern white cedar shakes/shingles $56-$72 a square. One square covers approximately 100 sq. ft. with an 8½" exposure. Shingles are 1/2" - 5/8" thick. Also for sale excellsior fire starters. Contact Donald Hauner, Box 438, Littlefork, Minnesota 56653; phone (218) 278-4115.

For Sale: ¼" to 2½" dia. x 16 ft. lg. or larger dowels available in lengths up to 10 ft. long. Balls, bases, blocks, electronic parts, handles, knobs, moldings, plugs, reels, rollers, shaping, spools, toy parts, wedges, and wheels. Available in plain, dip spray or tumble finishes. We treat for outside use. Also, Cooper's and Food Processors supplies. Many other wood products to customer specs. Contact Ed Koelbl, American Wood Working Company, P.O. Box 335, Montello, Wisconsin 53949; phone (608) 297-2131.

If you wish to advertise a forest product or a piece of wood-processing machinery in this bulletin complete the form below. No charge is made for this service. If you wish to rerun an item, a written request must be submitted before the next issue.

NAME OF PERSON OR FIRM: _____

MAILING ADDRESS: _____

ZIP CODE: _____ PHONE: _____

Type or print your advertisement in the space below, detach and return to:

Department of State Lands
Forestry Division
Forest Products Bulletin
2705 Spurgin Road
Missoula, Montana 59801

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FORESTRY DIVISION
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